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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

WASHINGTON, D.C. 20549

**FORM 8-K**

**CURRENT REPORT PURSUANT  
TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934**

Date of Report (Date of earliest event reported): May 5, 2021

**AVID TECHNOLOGY, INC.**

(Exact Name of Registrant as Specified in Its Charter)

**Delaware**  
(State or Other Jurisdiction  
of Incorporation)

**1-36254**  
(Commission File Number)

**04-2977748**  
(I.R.S. Employer  
Identification No.)

**75 Network Drive, Burlington, Massachusetts 01803**  
(Address of Principal Executive Offices) (Zip Code)

**978 640-6789**  
(Registrant's Telephone Number, Including Area Code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

| Title of each class           | Trading Symbol(s) | Name of each exchange on which registered |
|-------------------------------|-------------------|---|
| Common Stock, \$.01 par value | AVID              | Nasdaq Global Select Market               |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 or Rule 12b-2 of the Securities Exchange Act of 1934.

Emerging growth company ☐

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If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

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## **Item 2.02. Results of Operations and Financial Condition.**

On May 5, 2021, Avid Technology, Inc. (the “Company”) issued a press release announcing its financial results for the fiscal quarter ended March 31, 2021 (the “Press Release”). The full text of the Press Release is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

### **Item 7.01 Regulation FD Disclosure.**

The information contained in Item 2.02 is incorporated by reference herein.

**Non-GAAP and Operational Measures.** The attached Press Release includes financial measures that are not based on generally accepted accounting principles, or GAAP. These non-GAAP financial measures, which are not based on a comprehensive set of accounting rules or principles, include the following: Non-GAAP Gross Margin, Non-GAAP Operating Expenses, Non-GAAP Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin, Non-GAAP Net Income, Non-GAAP Net Income Per Share, and Free Cash Flow.

- Non-GAAP Gross Margin is defined as GAAP gross margin, excluding amortization of intangible assets and stock-based compensation expense.
- Non-GAAP Operating Expenses are defined as GAAP operating expense excluding restructuring costs, stock-based compensation, amortization of intangible assets as well as other unusual items such as costs related to M&A related activity, efficiency program, and COVID-19 related costs.
- Non-GAAP Operating Income is defined as GAAP operating income excluding restructuring costs, stock-based compensation, amortization of intangible assets as well as other unusual items such as costs related to M&A related activity, efficiency program, and COVID-19 related costs.
- Adjusted EBITDA is defined as Non-GAAP operating income excluding depreciation expense.
- Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by GAAP Net Revenues.
- Non-GAAP Net Income is defined as GAAP net income excluding restructuring costs, stock-based compensation, amortization of intangible assets, loss on extinguishment of debt, tax impact of non-GAAP adjustments, as well as other unusual items such as costs related to M&A related activity, efficiency program, and COVID-19 related costs.
- Non-GAAP Net Income Per Share is defined as Non-GAAP Net Income divided by weighted-average common shares outstanding.
- Free Cash Flow is defined as GAAP operating cash flow less capital expenditures.

Reconciliations of these non-GAAP financial measures to their most comparable GAAP measures are contained in the tables accompanying the Press Release. The Press Release furnished herewith also includes forward-looking non-GAAP financial measures, including estimated Adjusted EBITDA, Non-GAAP Net Income Per Share and Free Cash Flow for future periods. Reconciliations of these forward-looking non-GAAP financial measures are not included in the Press Release furnished herewith due to the high variability and difficulty in making accurate forecasts and projections of some of the excluded information, together with some of the excluded information not being ascertainable or accessible at this time. As a result, the Company is unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measure without unreasonable efforts.

These non-GAAP financial measures reflect how Avid manages its businesses internally. Avid’s non-GAAP measures may vary from how other companies present non-GAAP measures. This non-GAAP information supplements, and is not intended to represent a measure of performance in accordance with, disclosures required by GAAP. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in accordance with GAAP.

The Press Release furnished herewith also includes the operational metrics of Cloud-enabled software subscriptions, Recurring Revenue, LTM Recurring Revenue %, Annual Contract Value and Revenue Backlog. Definitions of these operational metrics are included in the supplemental financial and operational data sheet available on our investor relations webpage at [ir.avid.com](http://ir.avid.com).

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- Cloud-enabled software subscriptions as of the end of a quarter represent the number of paid subscription licenses under an active contract as of that date, excluding any licenses that may be receiving service under an active contract but that are not paid for at that time by the customer, whether due to a promotion, cancellation or otherwise. For comparison purposes, subscription numbers for previous quarters have been adjusted from previously published numbers to (i) include multi-year and multi-seat licenses, and (ii) exclude certain terminated subscription licenses.
- Recurring Revenue is defined as the sum of subscription revenue, maintenance revenue and revenue under our long-term contractual agreements.
- LTM Recurring Revenue % is Recurring Revenue divided by Total Net Revenue for the most recent four quarters.
- Annual Contract Value is defined, as of a given date, as the sum of the following three components: (i) the annual value of all long-term contractual agreements in effect on such date, calculated by dividing the total value of each contract (excluding expected maintenance revenue included in (ii) below and expected subscription revenue included in (iii) below) divided by the total number of years of such contract, (ii) maintenance revenue for the quarter ended on such date, multiplied by four, and (iii) subscription revenue for the quarter ended on such date, multiplied by four.
- Revenue Backlog consists of firm orders received and includes both (i) orders where the customer has been invoiced in advance of our performance obligations being fulfilled and (ii) orders for future product deliveries or services that have not yet been invoiced by us.

**Limitation on Incorporation by Reference.** The information furnished in Items 2.02 and 7.01, including the Press Release furnished herewith as Exhibit 99.1 shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934 (the “Exchange Act”), or otherwise subject to the liabilities of that section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as expressly set forth by specific reference in such a filing.

**Cautionary Note Regarding Forward-Looking Statements.** This Form 8-K, and the Press Release furnished herewith as Exhibit 99.1 contain forward-looking statements that involve certain risks and uncertainties that could cause actual results to differ materially from those expressed or implied by these statements. Please refer to the cautionary notes in the Press Release regarding these forward-looking statements.

#### **Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits.

| <u>Exhibit<br/>Number</u> | <u>Description</u>  |
|---------------------------|---|
| 99.1                      | <a href="#">Press Release announcing financial results, dated May 5, 2021</a> |
| 104                       | Cover Page Interactive Data File (embedded within the Inline XBRL document)   |

#### **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**AVID TECHNOLOGY, INC.**

(Registrant)

Date: May 5, 2021

By: /s/ Kenneth Gayron

Name: Kenneth Gayron

Title: Executive Vice President and Chief Financial Officer

## Avid Technology Announces First Quarter 2021 Results

**78.2% Year-Over-Year Subscription Revenue Growth and Net Increase of Approximately 28,000 Paid Subscriptions During the Quarter**

**9.2% Year-Over-Year Revenue Growth as the Company Returned to Year-over-Year Growth**

**\$12.3 million in Net Cash Provided by Operating Activities and Free Cash Flow of \$11.1 million in the Quarter**

**Raises Full-Year 2021 Guidance for Subscription & Maintenance Revenue and Free Cash Flow**

BURLINGTON, Mass., May 5, 2021 -- Avid® (NASDAQ: AVID), a leading technology provider that powers the media and entertainment industry, today announced its financial results for the first quarter, ended March 31, 2021.

Total revenue increased 9.2% year-over-year in the first quarter, as the Recurring Revenue components of the Company's business remained strong. Subscription revenue was \$24.9 million, an increase of 78.2% year-over-year, reflecting continued growth in paid subscriptions and strong enterprise subscription sales in the quarter. Net Income was \$4.4 million in the first quarter, an increase of \$10.2 million year-over-year, and Adjusted EBITDA was \$17.7 million in the first quarter, an increase of 324% year-over-year. Net income and Adjusted EBITDA benefited from the year-over-year increase in revenue combined with expanding gross margin and lower operating expenses. Net income also benefited from the year-over-year reduction in interest expense. The improvement in profitability also resulted in significant year-over-year improvement in net cash provided by operating activities to \$12.3 million, and Free Cash Flow to \$11.1 million in the first quarter.

### First Quarter 2021 Financial and Business Highlights

- Subscription revenue was \$24.9 million, an increase of 78.2% year-over-year.
- Paid Cloud-enabled software subscriptions increased by 49.2% year-over-year to approximately 324,000 at March 31, 2021, and increased by approximately 28,000 during the quarter.
- Subscription and Maintenance revenue was \$54.7 million, up 19.6% year-over-year.
- Total revenue was \$94.4 million, an increase of 9.2% year-over-year.
- Gross margin was 65.1%, an increase of 360 basis points year-over-year. Non-GAAP Gross Margin was 65.6%, an increase of 390 basis points year-over-year.
- Operating expenses were \$50.9 million, a decrease of (5.1%) year-over-year. Non-GAAP Operating Expenses were \$46.3 million, a decrease of (9.8%) year-over-year.
- Net income was \$4.4 million, an increase of \$10.2 million year-over-year. Net income was 4.7% of revenue, up 1,150 basis points year-over year. Non-GAAP Net Income was \$13.0 million, an increase of \$16.4 million year-over-year. Non-GAAP Net Income was 13.8% of revenue, up 1,770 basis points year-over-year.
- Net income per common share was \$0.10, up from a net loss per common share of (\$0.14) in the first quarter of 2020. Non-GAAP Net Income per Share was \$0.28, up from a Non-GAAP Net Loss per Share of (\$0.08) in the first quarter of 2020.
- Adjusted EBITDA was \$17.7 million, an increase of 323.6% year-over-year. Adjusted EBITDA Margin was 18.7%, a year-over-year increase of 1,390 basis points.
- Net cash provided by operating activities was \$12.3 million in the quarter, an increase of \$17.9 million compared to Net cash used in operating activities of (\$5.6) million in the prior year period.
- Free Cash Flow was \$11.1 million in the quarter, an increase of \$18.2 million from (\$7.1) million in the prior year period.

- LTM Recurring Revenue % was 75.3% of the Company's revenue for the 12 months ended March 31, 2021, up from 66.3% for the 12 months ended March 31, 2020.
- Annual Contract Value was \$302.0 million as of March 31, 2021, up 14.3% from \$264.2 million as of March 31, 2020.

Jeff Rosica, Avid's Chief Executive Officer and President, stated, "We are encouraged by the continued strength of, and growth in, our Recurring Revenue business during the first quarter. We continued to have success with enterprise customers adopting subscription licensing, which, coupled with the strength we saw in subscriptions for creative individuals, returned us to year-over-year revenue growth in the first quarter." Mr. Rosica added, "We saw continued improvement in end market demand during the first quarter, and we expect that this recovery trend will continue during 2021. We are confident the new products and features we have recently introduced, combined with the operational improvements we have made during the past several quarters, should position us well for further growth and improved profitability as we move forward through 2021 and beyond."

Ken Gayron, Chief Financial Officer and Executive Vice President of Avid, said, "We are pleased that we continued to make substantial progress in driving our higher margin revenue streams and improving our profitability and Free Cash Flow during the first quarter." Mr. Gayron continued, "We believe that our return to year-over-year revenue growth combined with our success in maintaining cost discipline as we emerge from the pandemic as well as the reduction in interest expense from our successful refinancing in January position us well for expected continued improvements in profitability and Free Cash Flow as we look forward to the remainder of 2021."

### **Second Quarter and Full Year 2021 Guidance**

For the second quarter of 2021, Avid is providing guidance for Revenue, Subscription & Maintenance Revenue, Non-GAAP Net Income per Share and Adjusted EBITDA. Avid is also raising its guidance for Subscription & Maintenance Revenue and Free Cash Flow for full-year 2021 that was issued on March 9, 2021, and is providing guidance for Revenue, Non-GAAP Net Income per Share and Adjusted EBITDA for full-year 2021.

| <b>(\$ in millions, except per share amounts)</b> | <b>Second Quarter 2021</b> |
|---|----------------------------|
| Revenue   | \$88.5 - \$94.5            |
| Subscription & Maintenance Revenue                | \$51.0 - \$55.0            |
| Non-GAAP Net Income per Share                     | \$0.19 - \$0.27            |
| Adjusted EBITDA                                   | \$13.0 - \$17.0            |
|   | <b>Full Year 2021</b>      |
| Revenue   | \$382.0 - \$402.0          |
| Subscription & Maintenance Revenue                | \$217.0 - \$225.0          |
| Non-GAAP Net Income per Share                     | \$1.05 - \$1.27            |
| Adjusted EBITDA                                   | \$69.0 - \$79.0            |
| Free Cash Flow                                    | \$47.0 - \$55.0            |

All guidance presented by the Company is inherently uncertain and subject to numerous risks and uncertainties. Avid's actual future results of operations could differ materially from those shown in the table above. For a discussion of some of the key assumptions underlying the guidance, as well as the key risks and uncertainties associated with these forward-looking statements, please see "Forward-Looking Statements" below as well as the Avid Technology Q1 2021 Earnings Call presentation posted on Avid's Investor Relations website at [ir.avid.com](http://ir.avid.com).

#### **Conference Call to Discuss First Quarter 2021 Results on May 5, 2021**

Avid will host a conference call to discuss its financial results for the first quarter on Wednesday, May 5, 2021 at 5:30 p.m. Eastern Time. Participants may join the webcast in listen-only mode and access the presentation slides using the link on the Avid Investor Relations website, which can be found on the events tab at [ir.avid.com](http://ir.avid.com). Participants who would like to ask a question can access the call by dialing +1 334-323-0501 and referencing confirmation code 9663369. Please connect at least 15 minutes in advance to ensure a timely connection to the call. A replay of the webcast will also be available for a limited time on the Avid Investor Relations website shortly after the completion of the call.

#### **2021 Virtual Investor Day**

Avid will host an Investor Day on Wednesday, May 19, 2021 from 10:00 am to 1:00 pm Eastern Time to provide a detailed review of its business and strategy. The online event is open to all investors. Please visit the events and presentations page on [ir.avid.com](http://ir.avid.com) for event details and registration. A replay of the webcast will also be available for a limited time on the Avid Investor Relations website shortly after the completion of the call.



## **Non-GAAP Financial Measures and Operational Metrics**

Avid includes non-GAAP financial measures in this press release, including Adjusted EBITDA, Adjusted EBITDA Margin, Free Cash Flow, Non-GAAP Gross Margin, Non-GAAP Operating Expenses, Non-GAAP Net Income, and Non-GAAP Net Income (Loss) per Share. The Company also includes the operational metrics of Cloud-enabled software subscriptions, Recurring Revenue, LTM Recurring Revenue % and Annual Contract Value in this release. Avid believes the non-GAAP financial measures and operational metrics provided in this release provide helpful information to investors with respect to evaluating the Company's performance. Unless noted, all financial and operating information is reported based on actual exchange rates. Definitions of the non-GAAP financial measures and the operational metrics are included in our Form 8-K filed today. Reconciliations of the non-GAAP financial measures presented in this press release to the Company's comparable GAAP financial measures for the periods presented are set forth below and are included in the supplemental financial and operational data sheet available on our Investor Relations website at [ir.avid.com](http://ir.avid.com), which also includes definitions of all operational metrics.

This press release also includes expectations for future Adjusted EBITDA, Non-GAAP Net Income per Share and Free Cash Flow, which are forward-looking non-GAAP financial measures. Reconciliations of these forward-looking non-GAAP measures are not included in this press release or elsewhere, due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from the estimation of the non-GAAP results, together with some of the excluded information not being ascertainable or accessible at this time. As a result, we are unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measure without unreasonable efforts.

## **Forward-Looking Statements**

Certain information provided in this press release includes forward-looking statements within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Examples of forward-looking statements include statements regarding our future financial performance or position, results of operations, business strategy, plans and objectives of management for future operations, and other statements that are not historical fact. You can identify forward-looking statements by their use of forward-looking words such as "may", "will", "anticipate", "expect", "believe", "estimate", "intend", "plan", "should", "seek", or other comparable terms.

Readers of this press release should understand that these forward-looking statements are not guarantees of performance or results. Forward-looking statements provide our current expectations and beliefs concerning future events and are subject to risks, uncertainties, and factors relating to our business and operations, all of which are difficult to predict and could cause our actual results to differ materially from the expectations expressed in or implied by such forward-looking statements.

These risks, uncertainties, and factors include, but are not limited to: risks related to the impact of the coronavirus (COVID-19) outbreak on our business, suppliers, consumers, customers and employees; our liquidity; our ability to execute our strategic plan including our cost saving strategies, and to meet customer needs; our ability to retain and hire key personnel; our ability to produce innovative products in response to changing market demand, particularly in the media industry; our ability to successfully accomplish our product development plans; competitive factors; history of losses; fluctuations in our revenue based on, among other things, our performance and risks in particular geographies or markets; our higher indebtedness and ability to service it and meet the obligations thereunder; restrictions in our credit facilities; our move to a subscription model and related effect on our revenues and ability to predict future revenues; fluctuations in subscription and maintenance renewal rates; elongated sales cycles; fluctuations in foreign currency exchange rates; seasonal factors; adverse changes in economic conditions; variances in our revenue backlog and the realization thereof; risks related to the availability and prices of raw materials, including any negative effects caused by inflation,

weather conditions, or health pandemics; disruptions or inefficiencies in our supply chain and/or operations, including from the COVID-19 outbreak; the costs, disruption, and diversion of management's attention due to the COVID-19 outbreak; the possibility of legal proceedings adverse to our Company; and other risks described in our reports filed from time to time with the U.S. Securities and Exchange Commission. Moreover, the business may be adversely affected by future legislative, regulatory or other changes, including tax law changes, as well as other economic, business and/or competitive factors. The risks included above are not exhaustive. We caution readers not to place undue reliance on any forward-looking statements included in this press release which speak only as to the date of this press release. We undertake no responsibility to update or revise any forward-looking statements, except as required by law.

## **About Avid**

Avid delivers the most open and efficient media platform, connecting content creation with collaboration, asset protection, distribution, and consumption. Avid's preeminent customer community uses Avid's comprehensive tools and workflow solutions to create, distribute and monetize the most watched, loved and listened to media in the world—from prestigious and award-winning feature films to popular television shows, news programs and televised sporting events, and celebrated music recordings and live concerts. With the most flexible deployment and pricing options, Avid's industry-leading solutions include Media Composer®, Pro Tools®, Avid NEXIS®, MediaCentral®, iNEWS®, AirSpeed®, Sibelius®, Avid VENUE™, FastServe®™ and Maestro™. For more information about Avid solutions and services, visit [www.avid.com](http://www.avid.com), connect with Avid on Facebook, Instagram, Twitter, YouTube, LinkedIn, or subscribe to Avid Blogs.

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## **Contacts**

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**AVID TECHNOLOGY, INC.****Consolidated Statements of Operations**

(unaudited - in thousands except per share data)

|  | <b>Three Months Ended<br/>March 31,</b> |                   |
|--|---|-------------------|
|  | <b>2021</b>                             | <b>2020</b>       |
| <b>Net revenues:</b>                                   |   |                   |
| Products   | \$ 33,267                               | \$ 34,711         |
| Services   | 61,097                                  | 51,742            |
| Total net revenues                                     | <u>94,364</u>                           | <u>86,453</u>     |
| <b>Cost of revenues:</b>                               |   |                   |
| Products   | 19,493                                  | 20,962            |
| Services   | 13,455                                  | 12,340            |
| Total cost of revenues                                 | <u>32,948</u>                           | <u>33,302</u>     |
| <b>Gross profit</b>                                    | <u>61,416</u>                           | <u>53,151</u>     |
| <b>Operating expenses:</b>                             |   |                   |
| Research and development                               | 15,417                                  | 15,425            |
| Marketing and selling                                  | 20,744                                  | 25,289            |
| General and administrative                             | 13,635                                  | 12,744            |
| Restructuring costs, net                               | 1,074                                   | 145               |
| Total operating expenses                               | <u>50,870</u>                           | <u>53,603</u>     |
| <b>Operating income (loss)</b>                         | 10,546                                  | (452)             |
| Interest and other expense, net                        | (5,673)                                 | (5,283)           |
| <b>Income (loss) before income taxes</b>               | <u>4,873</u>                            | <u>(5,735)</u>    |
| Provision for income taxes                             | 482                                     | 122               |
| <b>Net income (loss)</b>                               | <u>\$ 4,391</u>                         | <u>\$ (5,857)</u> |
| Net income (loss) per common share – basic and diluted | <u>\$0.10</u>                           | <u>\$(0.14)</u>   |
| Weighted-average common shares outstanding – basic     | 44,559                                  | 43,254            |
| Weighted-average common shares outstanding – diluted   | 46,204                                  | 43,254            |

**AVID TECHNOLOGY, INC.**
**Reconciliations of GAAP financial measures to Non-GAAP financial measures**

(unaudited - in thousands except per share data)

|   | <b>Three Months Ended<br/>March 31,</b> |                  |
|---|---|------------------|
|   | <b>2021</b>                             | <b>2020</b>      |
| <b><u>GAAP revenue</u></b>                                  |   |                  |
| GAAP revenue  | \$ 94,364                               | \$ 86,453        |
| <b><u>Non-GAAP Gross Profit</u></b>                         |   |                  |
| GAAP gross profit   | \$ 61,416                               | \$ 53,151        |
| Stock-based compensation                                    | 440                                     | 200              |
| <b>Non-GAAP Gross Profit</b>                                | <b>\$ 61,856</b>                        | <b>\$ 53,351</b> |
| <b>GAAP Gross Margin</b>                                    | <b>65.1 %</b>                           | <b>61.5 %</b>    |
| <b>Non-GAAP Gross Margin</b>                                | <b>65.6 %</b>                           | <b>61.7 %</b>    |
| <b><u>Non-GAAP Operating Expenses</u></b>                   |   |                  |
| GAAP operating expenses                                     | \$ 50,870                               | \$ 53,603        |
| Less Amortization of intangible assets                      | (105)                                   | (96)             |
| Less Stock-based compensation                               | (2,977)                                 | (1,909)          |
| Less Restructuring costs, net                               | (1,074)                                 | (145)            |
| Less Acquisition, integration and other costs               | (369)                                   | 183              |
| Less Efficiency program costs                               | (48)                                    | (131)            |
| Less COVID-19 related expenses                              | (2)                                     | (186)            |
| <b>Non-GAAP Operating Expenses</b>                          | <b>\$ 46,295</b>                        | <b>\$ 51,319</b> |
| <b><u>Non-GAAP Operating Income and Adjusted EBITDA</u></b> |   |                  |
| GAAP net income (loss)                                      | \$ 4,391                                | \$ (5,857)       |
| Interest and other expense                                  | 5,673                                   | 5,283            |
| Provision for income taxes                                  | 482                                     | 122              |
| <b>GAAP operating income (loss)</b>                         | <b>\$ 10,546</b>                        | <b>\$ (452)</b>  |
| Amortization of intangible assets                           | 105                                     | 96               |
| Stock-based compensation                                    | 3,417                                   | 2,109            |
| Restructuring costs, net                                    | 1,074                                   | 145              |
| Acquisition, integration and other costs                    | 369                                     | (183)            |
| Efficiency program costs                                    | 48                                      | 131              |
| COVID-19 related expenses                                   | 2                                       | 186              |
| <b>Non-GAAP Operating Income</b>                            | <b>\$ 15,561</b>                        | <b>\$ 2,032</b>  |
| Depreciation  | 2,119                                   | 2,142            |
| <b>Adjusted EBITDA</b>                                      | <b>\$ 17,680</b>                        | <b>\$ 4,174</b>  |
| <b>GAAP net income margin</b>                               | <b>4.7 %</b>                            | <b>(6.8) %</b>   |
| <b>Adjusted EBITDA Margin</b>                               | <b>18.7 %</b>                           | <b>4.8 %</b>     |

**Non-GAAP Net Income**

|   |           |               |           |                |
|---|-----------|---------------|-----------|----------------|
| <b>GAAP net income (loss)</b>                               | <b>\$</b> | <b>4,391</b>  | <b>\$</b> | <b>(5,857)</b> |
| Amortization of intangible assets                           |           | 105           |           | 96             |
| Stock-based compensation                                    |           | 3,417         |           | 2,109          |
| Restructuring costs, net                                    |           | 1,074         |           | 145            |
| Acquisition, integration and other costs                    |           | 369           |           | (183)          |
| Efficiency program costs                                    |           | 48            |           | 131            |
| COVID-19 related expenses                                   |           | 2             |           | 186            |
| Loss on extinguishment of debt                              |           | 3,748         |           | 7              |
| Tax impact of non-GAAP adjustments                          |           | (149)         |           | (10)           |
| <b>Non-GAAP Net Income (Loss)</b>                           | <b>\$</b> | <b>13,005</b> | <b>\$</b> | <b>(3,376)</b> |
| <b>Weighted-average common shares outstanding - basic</b>   |           | <b>44,559</b> |           | <b>43,254</b>  |
| <b>Weighted-average common shares outstanding - diluted</b> |           | <b>46,204</b> |           | <b>43,254</b>  |
| <b>Non-GAAP Earnings Per Share - basic</b>                  | <b>\$</b> | <b>0.29</b>   | <b>\$</b> | <b>(0.08)</b>  |
| <b>Non-GAAP Earnings Per Share - diluted</b>                | <b>\$</b> | <b>0.28</b>   | <b>\$</b> | <b>(0.08)</b>  |

**Free Cash Flow**

|   |           |               |           |                  |
|---|-----------|---------------|-----------|------------------|
| <b>GAAP net cash provided by (used in) operating activities</b> | <b>\$</b> | <b>12,313</b> | <b>\$</b> | <b>(5,605)</b>   |
| Capital expenditures  |           | (1,254)       |           | (1,479)          |
| <b>Free Cash Flow</b>   | <b>\$</b> | <b>11,059</b> | <b>\$</b> | <b>(7,084)</b>   |
| <b>Free Cash Flow conversion of Adjusted EBITDA</b>             |           | <b>62.6 %</b> |           | <b>(169.7) %</b> |

These non-GAAP measures reflect how Avid manages its businesses internally. Avid's non-GAAP measures may vary from how other companies present non-GAAP measures. Non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles. This non-GAAP information supplements, and is not intended to represent a measure of performance in accordance with, disclosures required by generally accepted accounting principles, or GAAP. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in accordance with GAAP.

**AVID TECHNOLOGY, INC.****Consolidated Balance Sheets**

(unaudited - in thousands, except per share data)

|   | <b>March 31,<br/>2021</b> | <b>December 31,<br/>2020</b> |
|---|---------------------------|------------------------------|
| <b><u>ASSETS</u></b>  |                           |                              |
| <b>Current assets:</b>  |                           |                              |
| Cash and cash equivalents   | \$ 55,624                 | \$ 79,899                    |
| Restricted cash   | 1,422                     | 1,422                        |
| Accounts receivable, net of allowances of \$1,522 and \$1,478 at March 31, 2021 and December 31, 2020, respectively | 58,831                    | 78,614                       |
| Inventories   | 27,616                    | 26,568                       |
| Prepaid expenses  | 7,308                     | 6,044                        |
| Contract assets   | 21,955                    | 18,579                       |
| Other current assets  | 2,274                     | 2,366                        |
| <b>Total current assets</b>   | 175,030                   | 213,492                      |
| Property and equipment, net   | 15,931                    | 16,814                       |
| Goodwill  | 32,643                    | 32,643                       |
| Right of use assets   | 27,538                    | 29,430                       |
| Deferred tax assets, net  | 6,299                     | 6,801                        |
| Other long-term assets  | 5,544                     | 5,958                        |
| <b>Total assets</b>   | <b>\$ 262,985</b>         | <b>\$ 305,138</b>            |
| <b><u>LIABILITIES AND STOCKHOLDERS' EQUITY</u></b>  |                           |                              |
| <b>Current liabilities:</b>   |                           |                              |
| Accounts payable  | \$ 19,220                 | \$ 21,823                    |
| Accrued compensation and benefits   | 25,675                    | 29,105                       |
| Accrued expenses and other current liabilities  | 35,088                    | 42,264                       |
| Income taxes payable  | 1,405                     | 1,664                        |
| Short-term debt   | 9,156                     | 4,941                        |
| Deferred revenue  | 86,172                    | 87,974                       |
| <b>Total current liabilities</b>  | 176,716                   | 187,771                      |
| Long-term debt  | 175,125                   | 202,759                      |
| Long-term deferred revenue  | 11,334                    | 11,284                       |
| Long-term lease liabilities   | 26,913                    | 28,462                       |
| Other long-term liabilities   | 7,471                     | 7,786                        |
| <b>Total liabilities</b>  | 397,559                   | 438,062                      |
| <b>Stockholders' deficit:</b>   |                           |                              |
| Common stock  | 448                       | 442                          |
| Additional paid-in capital  | 1,032,068                 | 1,036,658                    |
| Accumulated deficit   | (1,163,956)               | (1,168,347)                  |
| Accumulated other comprehensive loss  | (3,134)                   | (1,677)                      |
| <b>Total stockholders' deficit</b>  | (134,574)                 | (132,924)                    |
| <b>Total liabilities and stockholders' deficit</b>  | <b>\$ 262,985</b>         | <b>\$ 305,138</b>            |

**AVID TECHNOLOGY, INC.**  
**Consolidated Statements of Cash Flows**  
(unaudited - in thousands)

|  | Three Months Ended<br>March 31, |                  |
|--|---------------------------------|------------------|
|  | 2021                            | 2020             |
| <b>Cash flows from operating activities:</b>   |                                 |                  |
| Net income (loss)  | \$ 4,391                        | \$ (5,857)       |
| Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities: |                                 |                  |
| Depreciation and amortization  | 2,119                           | 2,142            |
| Allowance for doubtful accounts  | 83                              | 497              |
| Stock-based compensation expense   | 3,122                           | 2,109            |
| Non-cash provision for restructuring   | 912                             | —                |
| Non-cash interest expense  | 129                             | 2,820            |
| Loss on extinguishment of debt   | 2,579                           | —                |
| Unrealized foreign currency transaction (gains) losses   | (1,432)                         | 51               |
| Benefit from (provision for) deferred taxes  | 501                             | (207)            |
| Changes in operating assets and liabilities:   |                                 |                  |
| Accounts receivable  | 19,702                          | 13,311           |
| Inventories  | (1,048)                         | (3,435)          |
| Prepaid expenses and other assets  | (866)                           | (1,631)          |
| Accounts payable   | (2,604)                         | (4,858)          |
| Accrued expenses, compensation and benefits and other liabilities                                  | (9,887)                         | (5,323)          |
| Income taxes payable   | (259)                           | 40               |
| Deferred revenue and contract assets   | (5,129)                         | (5,264)          |
| <b>Net cash provided by (used in) operating activities</b>   | <b>12,313</b>                   | <b>(5,605)</b>   |
| <b>Cash flows from investing activities:</b>   |                                 |                  |
| Purchases of property and equipment  | (1,254)                         | (1,479)          |
| <b>Net cash used in investing activities</b>   | <b>(1,254)</b>                  | <b>(1,479)</b>   |
| <b>Cash flows from financing activities:</b>   |                                 |                  |
| Proceeds from revolving line of credit   | —                               | 22,000           |
| Proceeds from long-term debt   | 180,000                         | —                |
| Repayment of debt  | (203,554)                       | (351)            |
| Common stock repurchases for tax withholdings for net settlement of equity awards                  | (7,706)                         | (1,818)          |
| Prepayment penalty on extinguishment of debt   | (1,169)                         | —                |
| Payments for credit facility issuance costs  | (2,574)                         | —                |
| <b>Net cash (used in) provided by financing activities</b>   | <b>(35,003)</b>                 | <b>19,831</b>    |
| Effect of exchange rate changes on cash, cash equivalents and restricted cash                      | (332)                           | (402)            |
| Net (decrease) increase in cash, cash equivalents and restricted cash                              | (24,276)                        | 12,345           |
| Cash, cash equivalents and restricted cash at beginning of period                                  | 83,638                          | 72,575           |
| Cash, cash equivalents and restricted cash at end of period  | <u>\$ 59,362</u>                | <u>\$ 84,920</u> |
| <b>Supplemental information:</b>   |                                 |                  |
| Cash and cash equivalents  | \$ 55,624                       | \$ 81,182        |
| Restricted cash  | 1,422                           | 1,663            |
| Restricted cash included in other long-term assets   | 2,316                           | 2,075            |
| Total cash, cash equivalents and restricted cash shown in the statement of cash flows              | <u>\$ 59,362</u>                | <u>\$ 84,920</u> |

**AVID TECHNOLOGY, INC.**  
**Supplemental Revenue Information**  
(unaudited - in millions)

Backlog Disclosure for Quarter Ended March 31, 2021

|                         | <b>March 31,<br/>2021</b> | <b>December 31,<br/>2020</b> | <b>March 31,<br/>2020</b> |
|-------------------------|---------------------------|------------------------------|---------------------------|
| <b>Revenue Backlog*</b> |                           |                              |                           |
| Deferred Revenue        | \$97.5                    | \$99.3                       | \$95.4                    |
| Other Backlog           | 319.3                     | 336.2                        | 339.6                     |
| Total Revenue Backlog   | <b>\$416.8</b>            | <b>\$435.5</b>               | <b>\$435.0</b>            |

The expected timing of recognition of revenue backlog as of March 31, 2021 is as follows:

|                       | <b><u>2021</u></b> | <b><u>2022</u></b> | <b><u>2023</u></b> | <b><u>Thereafter</u></b> | <b><u>Total</u></b> |
|-----------------------|--------------------|--------------------|--------------------|--------------------------|---------------------|
| Deferred Revenue      | \$77.3             | \$14.8             | \$3.0              | \$2.4                    | \$97.5              |
| Other Backlog         | 103.2              | 109.5              | 68.4               | 38.2                     | 319.3               |
| Total Revenue Backlog | <b>\$180.5</b>     | <b>\$124.3</b>     | <b>\$71.4</b>      | <b>\$40.6</b>            | <b>\$416.8</b>      |

\*A definition of Revenue Backlog is included in the supplemental financial and operational data sheet available on our investor relations webpage at [ir.avid.com](http://ir.avid.com).